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Ingram Micro Expands Cloud Leadership Position With Several Key Announcements at Cloud Summit

Marketplace Availability of Microsoft Office 365 and New Partner Loyalty Program Headline Annual Event #IngramCloudSummit

PHOENIX, AZ -- (Marketwired) -- 03/09/15 -- Further demonstrating its commitment to cloud and channel partner enablement, Ingram Micro (NYSE: IM) made several strategic announcements at its annual Cloud Summit this week in Phoenix, Ariz. The newly announced offerings are significant because they enable channel partners to enhance overall profitability as they transform and lift their business into the cloud.

During the event's various keynote sessions, Ingram Micro announced the following offerings are available in the U.S. and Canada today, with other countries following shortly:

Microsoft Office 365 Available on the Ingram Micro Cloud Marketplace: Through the marketplace, partners can now directly provision and offer unique Office 365 bundles, set their own price and invoice monthly, resulting in a more direct relationship with their customers. Channel partners also can leverage the marketplace to bundle the Ingram Micro Service Desk for 7/24/365 support and SkyKick Migration Suites to help customers quickly move to Office 365.

Expanded Cloud Marketplace Portfolio: The Ingram Micro Cloud Marketplace offers a gateway for channel partners to transform and grow their cloud business with confidence and ease by offering instant, online access to a wide array of services and solutions from market-leading cloud vendors. During the Cloud Summit, several vendors debut on the Cloud Marketplace including Acronis, Cirius, McAfee, Microsoft Office 365, Nomadesk, RingCentral, SkyKick and TrendMicro. Additional new offerings include Ingram Micro Service Desk and a Healthcare Suite.

Ingram Micro Service Desk: Service Desk provides an affordable and quality-driven solution for resellers that wish to brand and bundle a global customer support service staffed by Ingram Micro associates. The Ingram Micro Service Desk offers a 7/24/365 multilingual team that provides support for front office, desktop and many IT-related issues via phone, chat and email.

Cloud Ignite Services™: While the Service Desk helps channel partners support end-user customers, Cloud Ignite supports Ingram Micro's channel partners. Recognizing technology does not solve business problems on its own, the Ingram Micro Cloud Ignite Services assist channel partners with the implementation of cloud-based solutions including a free Level 2 service desk and assistance with migration and onboarding needs.

Ingram Micro Cloud Elevate: This new partner loyalty program, Cloud Elevate, delivers rewards and enablement services to help channel partners accelerate their cloud sales and profitability. In addition to accessing exclusive go-to-market services from Ingram Micro, participating channel partners are able to receive discounted education, marketing and business transformation services from leading third-party vendors.

"We are excited about the overwhelming attendance at this year's Cloud Summit and the opportunity to share so many new announcements that will further enable our partners' success," said Renee Bergeron, vice president, Cloud, Ingram Micro. "These new programs and services are the result of partnering closely with our resellers to develop new and innovative ways to increase their time-to-market and overall profitability."

During the Cloud Summit, several Ingram Micro Cloud partners took to the stage to share their successes, including vendor sponsors IBM, Microsoft and TrendMicro, as well as channel partners boice.net and SNP Technologies. "Ingram Micro Cloud and the Ingram Micro Cloud Marketplace have simplified and accelerated our success by shortening our typical sales cycle and enabling us to deliver cloud services seamlessly and more cost-effectively than we could do on our own or through the vendor directly," said Bill Hall, CEO, boice.net.

"Our company wanted a partner program that would help us educate, market and enable cloud services for our customers," said Ken Parekh, CEO, Amsys Innovative Solutions. "Cloud Elevate, combined with the Ingram Micro Cloud Marketplace, allows us to quickly and profitably introduce proven cloud technologies and services to our clients that will help them better address business challenges and gain advantage."

Follow the Ingram Micro Cloud Summit 2015 on Twitter [@IngramCloud](#), via the hashtag [#IngramCloudSummit](#) or by visiting [IngramMicroCloud.com](#).

About Ingram Micro Cloud

Ingram Micro is a master cloud service provider (mCSP), offering channel partners and professionals access to a global marketplace, expertise, solutions and enablement programs that empower organizations to configure, provision and manage cloud technologies with confidence and ease. For more information on Ingram Micro Cloud, please visit www.ingrammicrocloud.com.

About Ingram Micro

Ingram Micro helps businesses Realize the Promise of Technology™. It delivers a full spectrum of global technology and supply chain services to businesses around the world. Deep expertise in technology solutions, mobility, cloud, and supply chain solutions enables its business partners to operate efficiently and successfully in the markets they serve. Unrivaled agility, deep market insights and the trust and dependability that come from decades of proven relationships, set Ingram Micro apart and ahead. Discover how Ingram Micro can help you Realize the Promise of Technology. More at www.ingrammicro.com.

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